



PRE-QUALIFICATION DOCUMENT
FOR
PROVISION OF STATE-OF-THE-ART FITNESS CENTRES

ISSUED 8TH JANUARY 2021

BY

PAKISTAN CRICKET BOARD

1. INTRODUCTION AND PURPOSE

1.1 The Pakistan Cricket Board (“PCB”) is pleased to issue this Pre-Qualification Document (“PQD”) to invite Expressions of Interest (“EOIs”) from prospective Applicants interested in setting up and managing state of the art fitness centres at:

(a) Gaddafi Stadium Lahore

(b) National Stadium Karachi

(Collectively referred to as the “PCB Projects”)

1.2 The PCB is a statutory body established under the Sports (Development and Control) Ordinance, 1962 with the mandate for the development and management of cricket in Pakistan. PCB is desirous of building and setting up state-of-the-art fitness centres at its properties in Lahore and Karachi based on the Build, Operate and Transfer (BOT) model. The land for the Projects will be provided by the PCB for a lease period of 20 years (extendable with first right of refusal against the highest bid) and upon expiry of the lease period, the building(s) and any connected or ancillary structures will become the property of PCB at no cost or fees.

1.3 This PQD invites EOIs from entities interested in undertaking the provision of state-of-the-art fitness centres which are, inter alia, furnished with international standard fitness equipment and machinery (i.e. from suppliers that are ranked among the top 5 fitness brands as per IHRSA ranking 2019) and who have the relevant experience and technical expertise set out hereinbelow to be able to provide the quality services that the PCB requires.

2. PROCESS AND SCHEDULE

2.1 The sequence of activities to be performed during the Prequalification Process is provided below with a tentative schedule, which schedule may be changed at the discretion of PCB with advance notice to those parties who have acquired the PQD:

Event Description	Date
<i>Prequalification Process</i>	
Issuance of Prequalification Document (PQD)	8 th January 2021
Submission of EOIs	25 th January 2021
Evaluation of EOIs	25 th January 2021

2.2 Following the receipt of the Expressions of Interest, PCB will hold workshops for interested parties to provide further details of its requirements, including the Fitness Equipment required for the training of the national cricket teams, its usage requirements etc.

2.3 Those parties who submit their Expressions of Interest will be guided further as to the bidding process to be adopted through issuance of a Request for Proposal documents for the second stage of the tendering process.

3. **MINIMUM REQUIREMENTS AND SCOPE OF WORK**

The land for the Projects will be provided by the Pakistan Cricket Board for a lease period of 20 years (extendable with first right of refusal against the highest bid). The Projects will be on BOT concept. At the end of the lease period, the building and any connected or ancillary structures will become the property of PCB at no cost or fees.

1. The facility to be planned to accommodate the Fitness Centres must not be less than 20,000 sqft on each location of the Projects.
2. Prospective bidders must have at least seven (07) years' experience of constructing and running state of the art fitness centres or similar facilities.
3. The successful bidder will be allowed to operate the facilities on a membership basis. All users' access to the facility, other than PCB authorized users, will be strictly on a membership basis in accordance with terms and conditions to be mutually agreed.
4. A solid financial status/health is expected from the potential bidders and a provisional budgeted business plan is required for each project. The successful bidder will be required to provide a performance bond for the construction of the facilities within the agreed time.
5. The successful Bidder will be required to complete both Projects within fifteen (15) months of signing the contract.
6. The centre in Lahore must be equipped with a heated swimming pool and both Projects with fitness equipment and machines (Fitness Equipment) of international standards from suppliers that are ranked among the top 5 fitness brands as per IHRSA ranking 2019.
7. The EOIs must include a detailed list of the Fitness Equipment which will be installed in both centres. If after review, any further special Fitness Equipment is required for the Pakistan national and international cricketers as approved by the PCB Fitness and Conditioning consultants the bidders will be informed of the revised requirements before submission of the Bids.
8. The management team running the centre must have a CEO and senior managers with a strong background in the fitness sector.
9. The bidder should be a corporate entity incorporated in Pakistan as a fitness company. In case of a consortium, at least one member shall be incorporated in Pakistan.
10. The facility must also offer virtual fitness training programs through fitness applications for the Pakistan national and domestic cricketers and its membership to promote fitness across Pakistan. Such training content should be accessible throughout Pakistan, including from their homes.
11. PCB will be provided free of cost use of the facility for cricketers using its Academies in Karachi and Lahore and for its international men and women players and other authorized users. PCB will agree a usage plan with the operator of the facility to meet its requirements.
12. Parking for members at the Centres in Lahore and Karachi to be agreed with the PCB prior to the submission of the Bids. During international and PSL matches and practice days parking and access restrictions may apply.

Applicants who have submitted EOIs shall be invited for workshops wherein further details in relation to PCB's requirements will be provided to them. These shall include, without limitation, the Fitness Equipment required for the training of the national cricket teams, its usage requirements etc.

4. **SUBMISSION OF EOIs**

4.1 **Preparation**

Interested parties are invited to submit EOIs for pre-qualification. Each EOI must comprise:

- (i) details of the Applicant as required by Schedule 1 (responding in full to all the requests and in the same sequence as set out in Schedule 1 and including the number of and the wording of the request as an introduction to each response);
- (ii) Supporting and other documents requested in Schedule 1 or separately by PCB so as to enable evaluation of the EOI of the Applicant.
- (iii) Applicants are expected to make a proposal in their Expressions of Interests to PCB, for providing land at National Stadium Karachi and the opportunity to convert the existing uncompleted building, including building an additional floor for PCB's exclusive use, at the National High Performance Centre at Gaddafi Stadium Lahore. The proposals must be for both locations.
- (iv) when determining their offers, Applicants will be expected to consider the following, amongst other factors:

Option I

- i. A fixed rent per sqft for the land required for construction at National Stadium Karachi
- ii. A fixed rent per sqft for area for the land required for construction and existing uncompleted building at National High Performance Centre Lahore;
- iii. Rent per sqft for the land and building additional floor space for PCB's use on the uncompleted building at the National High Performance Centre Lahore for exclusive use of the PCB.

Option II

PCB will also consider an arrangement where instead of rent per sqft, PCB receives a percentage of the gross membership income with a minimum guaranteed amount supported by a feasibility study of the Projects.

Option III

PCB can also consider an arrangement of collection of a fixed rent amount and a percentage of gross membership income.

Note: The rent or the minimum guaranteed amount payable will commence after 15 months or completion of the project (whichever ever comes earlier), after the signing of the contract.

4.2 **Language**

The EOI and any related information should be written in English language for the ease of comprehension and comparability. Additionally, any original or pre-printed information (e.g. brochures) furnished by the Applicant may be written in its native language, provided that it is accompanied by a certified translation of its pertinent passages in English.

4.3 **Eligibility**

The Applicant must be a corporate entity incorporated under the laws of Pakistan as a fitness company and is on the Active Taxpayers List of the Federal Board of Revenue. In case the Applicant is a consortium of entities, at least one consortium member must be incorporated in Pakistan.

If an Applicant has been barred by any Federal, Provincial or local government or government authority or agency in Pakistan or in any other jurisdiction to which the Applicant belongs or in which the Applicant conducts its business, from participating in any project, and the bar subsists as on the EOI Submission Date (as defined in Clause 4.5 hereinbelow), such entity shall not be eligible to submit an EOI. Moreover, the Applicant should be not a defaulter of PCB or with whom PCB has a previous or current unsettled dispute or an unresolved claim or outstanding balance and any such entity shall not be eligible to submit an EOI.

4.4 **Delivery**

The EOI shall be submitted in duplicate (one original and one copy) and placed in a sealed envelope clearly marked “EOI – Provision of State of the Art Fitness Centres”. The EOI shall be signed by a duly authorized representative of the Applicant.

EOIs must be submitted by hand, by courier or by registered delivery and delivered to the following address marked prominently on the outer envelope “EOI – PROVISION OF STATE OF THE ART FITNESS CENTRES”:

Lt. Col (Retd) Ashfaq Ahmed

Senior General Manager HR & Administration

Pakistan Cricket Board

Gaddafi Stadium, Ferozpur Road, Lahore.

Tel: +92 42 35717231 to 34

Fax: +92 42 35711860

E-mail: bitting@pcb.com.pk ; ashfaq.ahmed@pcb.com.pk

Interested parties, alongside the submission of a hard copy of the EOI, should also e-mail to PCB, at the abovementioned e-mail addresses, a link for an online storage, which contains soft copies of all the documents that are to be submitted as part of the EOI by the Applicant. This online storage can be protected by a password that would be communicated to PCB in order for PCB to access these documents online.

Delivery of all EOIs shall be at the Applicant's sole risk and it is the Applicant's responsibility to ensure that its EOI is delivered as contemplated by this PQD by the EOI Submission Date.

4.5 **Deadline**

EOIs shall be submitted to PCB at the address specified above no later than 03:30 p.m. Pakistan Standard Time on 25th January 2021 (the "**EOI Submission Date**"). Any EOI submitted after the EOI Submission Date shall be rejected and shall be returned unopened to the Applicant. PCB may, at its discretion, extend the EOI Submission Date by amending the PQD, and in such case, all rights and obligations of PCB and the Applicants subject to the previous deadline shall thereafter be subject to the deadline as extended.

4.6 **Queries**

Following the issue of this PQD, prospective Applicants who have been issued this PQD may make a request to PCB for further information or clarification in relation to the PQD. All queries and requests must be in writing under confidential cover submitted direct to PCB at the address set out in paragraph 4.4 above, by fax or email and all Applicants should provide the name of a contact person, a phone number, fax number and e-mail address through which they may be contacted.

Queries will not be accepted if received by PCB later than 18th January 2021. PCB intends to respond only in writing, by fax or email to the number or email address provided by the prospective Applicant to the PCB by or before 20th January 2021.

PCB reserves the right to make its response to any queries from any prospective Applicant available to all recipients of this PQD but without revealing the identity of the enquirer, but PCB shall not be obliged to do so and if PCB omits to do so, or omits to respond to any such queries for any reason, PCB shall have no liability whatsoever to any Applicant or prospective Applicant in respect thereof.

4.7 **Addendum**

At any time prior to the EOI Submission Date of EOIs, PCB may amend the PQD by issuing addenda. Any addendum issued shall be part of the PQD and shall be communicated through e-mail or other suitable means as decided by PCB to all who have requested to obtain the PQD in pursuance to the Advertisement inviting EOIs.

5. **EVALUATION OF EOI**

5.1 **Evaluation of EOIs**

PCB will carry out a detailed evaluation of the EOIs and will examine the information provided by the Applicant in the EOI for its prequalification to be done in accordance with prequalification criteria specified herein. Applicants whose EOI is determined by PCB, at its sole discretion, to be meeting the prequalification criteria specified shall be invited to participate in the next stage of the Bidding Processes. Applicants whose EOI is determined by PCB at its discretion, to be not meeting the prequalification criteria specified shall be disqualified from participating in the Bidding Processes.

An Applicant may be a single company or may take the form of a Consortium comprising multiple companies.

If the Applicant is a Consortium, each Consortium member shall have to provide the information sought under this PQD. For the purposes of clarification, if the Applicant is a Consortium, then each Consortium member shall separately fill out the form in Schedule 1 of this PQD and provide the information sought therein and submitted together in a combined EOI. Each member of the Consortium Applicant shall be held jointly and severally liable in relation to all matters connected with the prequalification process. If the Applicant Consortium is successfully pre-qualified and chooses to make a bid after receiving the RFP, each member of the Applicant Consortium shall be held jointly and severally liable in relation to all subsequent processes in relation to the Bidding Processes.

5.2 Request for Proposals (RFP) and Financial Proposal

At the end of evaluation activity, PCB will issue the relevant RFP to the prequalified Applicants for participating in the next stages of the bidding process for the PCB Projects. The RFP will, inter alia, contain the draft standard Agreement that the successful Client will need to execute with the PCB for the PCB Project. The potential bidder may also be required to make a presentation to the PCB Bid Committee as part of its Technical Proposal.

Pre-qualified parties will be required to submit a Financial Proposal to the PCB in the manner set forth in the RFP along with required Bid Security specified in the RFP. Out of the technically qualified parties, the Party with the most advantageous bid shall be awarded the Agreement for the PCB Projects.

The Bidding Process for the PCB Project shall generally take place in the following steps:

Issuance of Request for Proposals (RFP) to the Prequalified Applicants
Queries of Applicants
PCB Response to Queries
Submission of Technical and/or Financial Proposals
Presentation part of the Technical Proposal (if applicable)
Each Bidder shall be separately informed whether its Technical Proposal was passed or not.
Opening and Evaluation of Financial Proposals of qualified parties
Signing of the Agreement

The Pakistan Cricket Board reserves the right to accept or reject any or all of the prospective EOIs/applications in full or part and its decision on all matters in this regard shall be final and binding.

5.3 **Partnering between Applicants**

Any pre-qualified Applicant shall be precluded from partnering (directly or indirectly) with another prequalified Applicant without the express written approval of PCB, who shall be free to accept or refuse at its discretion, and in all cases taking into account the likely effects of the proposed partnering on the competitiveness of the process.

A non-prequalified Applicant shall not be entitled to partner with a prequalified Applicant.

6. **LEGAL PROVISIONS**

6.1 **Disclaimer**

This PQD has been prepared by PCB and it constitutes no commitment on the part of PCB to enter into any arrangements with any person / entity. PCB reserves the right to withdraw from or cancel the process or any part thereof or to vary any of its terms at any time without giving any reason whatsoever. No financial or other obligation whatsoever shall accrue to PCB in such an event. The information contained in this PQD or subsequently provided to Applicants, whether verbally or in documentary or any other form by or on behalf of PCB or any of its employees or advisors, is provided to them on the terms and conditions set out in this PQD and such other terms and conditions subject to which such information is provided. This PQD does not constitute an agreement; its sole purpose is to provide interested parties with information that may be useful to them in submitting their EOIs pursuant to issuance of this PQD. Any document and information submitted in response to this PQD becomes the property of PCB and PCB does not accept any responsibility for maintaining the confidentiality of the material including any trade secrets or proprietary data submitted to PCB. PCB shall not be responsible for non-receipt of correspondence sent by post / courier / email / fax. No decision should be based solely on the basis of the information provided in this PQD. PCB has no liability for any statements, opinions or information provided in this PQD. In submitting an EOI in response to this PQD, each Applicant certifies that it understands, accepts and agrees to the disclaimers set forth above. Nothing contained in any other provision of this PQD nor any statements made orally or in writing by any person or party shall have the effect of negating or suspending any of the disclaimers set forth above.

6.2 **Unfettered Right to Alter the PQD or Process**

PCB reserves the right in its absolute and unfettered discretion at any time without advance notice and without giving any reason to:

- (a) withdraw the PQD and annul or terminate the Prequalification Process or modify this PQD in whole or in part; and/or
- (b) launch an additional, different or modified tender process or re-commence the process; and/or
- (c) call for further information concerning any EOI.

PCB will have no liability to any Applicant in respect of any such action and, in particular, PCB will have no liability for any costs or expenses incurred by any Applicant.

6.3 **Costs**

Each Applicant shall be solely responsible for all costs, expenses, losses, and liabilities incurred by it or by any third party who assists the Applicant in the preparation and delivery of its EOI or in any subsequent stage of the Prequalification Process or bidding processes. PCB will not in any circumstances (including, without limitation, any departure by PCB from the provisions of this PQD) be liable or responsible for any such costs, expenses, losses or liabilities.

6.4 **Schedules**

References to "**Schedule(s)**" are to the schedules of this PQD. All Schedules form a part of and are incorporated within this PQD. Headings are for ease of reference only and shall not affect interpretation of this PQD.

6.5 **Governing Law**

This PQD and any related documentation or correspondence shall be governed by, and construed in accordance with, the laws of Pakistan.

SCHEDULE 1

QUESTIONNAIRE: DETAILS OF APPLICANT

The following information must be provided by each Applicant (and in the case of an Applicant Consortium, each member thereof) in the general order and format set out below. All questions must be answered clearly and comprehensively.

<i>Corporate Information</i>		
1	Full Corporate Name of Applicant
2	Address, telephone number and fax number of registered office and principal place of business, if different	Address: Tel: Fax: Website:
3	Where the Applicant is resident, domiciled and incorporated and when it was incorporated, its Company registration number and legal status. Duly notarized copies of the constitutional documents (in the case of Pakistani companies: the Memorandum and Articles of Association), current certificate of incorporation and previous such certificates where the Applicant's name has changed are to be attached. As an alternative to notarization, the documents may be attested by the company secretary In addition, for Bidders incorporated in Pakistan, attested copies of latest Form A and Form 29 are to be attached. Note: All of the aforementioned documents need to be certified by the authorized signatory of the bidder.	Place of residence/domicile: Country of incorporation (if different): Reg. No: Legal Status:
4.	Contact details of the Applicant's nominated contact person who is authorised to correspond on behalf of the Applicant and to deal with any enquiries by PCB	Name:..... Address: Tel: Fax:..... E-mail:

Applicants must also provide the following information as part of their EOI:

- a. names of all directors and details of all major (10+% shareolders;

- b. evidence of presence on the Federal Board of Revenue's Active Taxpayers List;
- c. details of any dispute between the Bidder or any entity Affiliated with the Bidder and the ICC or any ICC Member or other cricket governing bodies;
- d. details of relevant experience of the Bidder evidenced through supporting documents;
- e. provisional budgeted business plan for the PCB Projects; and
- f. provisional list of Fitness Equipment.

The PCB reserves the right to ask any Bidder for additional information.

We hereby undertake that all information/documents provided by us are correct and genuine. In case of any misstatement/misinformation the same will result in our disqualification. Further PCB is authorized to contact any of our existing/former clients to seek information about us.

Name and Designation

Authorized Signature and Stamp

PLEASE ENSURE EACH SIGNATURE ABOVE IS WITNESSED BY TWO ADULT MALE WITNESSES AND PRINT THE NAME AND ADDRESS OF EACH WITNESS UNDERNEATH HIS SIGNATURE.